

OILING DIRT ROADS IS PARTICULAR WORK.

Useless to Oil a Dirt Road Which Is Not Thoroughly Drained or Properly Graded.

ILLINOIS TRIES EXPERIMENT

Highway Commission of That State Issues Pamphlet of Information. Several States Using By-Product of Iron Furnaces for Highways.

There are 233,000 miles of public roads in the United States, of which only 262,160 miles have any kind of surfacing. In other words, nearly 89 per cent of our roads are dirt roads, and it will be a quarter of a century, probably, before this percentage is reduced to 75.

The most important road problem of the United States is to grade, drain and maintain these roads so as to make them of the best practicable use in a minimum annual expense. Some progress along these lines is evident, and in some sections very satisfactory earth roads have been built and are maintained in good condition, except for a few weeks in spring, by intelligent grading.

Another method of maintenance, originating in California, is now being tried with more or less success in a number of States. This is the oiling of the roads. Its purpose is to suppress dust, for in so doing, the road surface will remain smooth longer than when the road is dusty, and there is less mud formed in wet weather. But oiling roads has to be done intelligently or it will make conditions worse instead of better. It is useless to oil a road which is not thoroughly drained and properly graded. It is a waste of money to oil a road which does not have a smooth, hard surface, free from dust. If the surface is uneven, the oil will fill the depressions and soften the surface, so that after the first heavy rain the travel tends to make mudholes at these places. If there is dust on the road, the oil combines with the dust to form a sort of mat, which the travel over it quickly breaks up into large flakes or scales. If the road is in proper condition to receive the oil, and the right kind of oil is used, the oil permeates into the pores of the earth for a depth of several inches, sealing them with an asphaltic binding material which unites the surface with a tougher mass than the original surface. The oil cannot make the road any harder for only stone or gravel will accomplish that, but it will prevent the displacement of the earth particles under any loads which an earth road is adapted to carry. If the oiled surface is immediately covered with a thin layer of clean, hard sand, the travel will not disturb the oil, and the travelers will suffer less inconvenience. The right kind of oil should be used. For there are some kinds which act as lubricants and ruin the road instead of improving it. This kind of maintenance of earth roads is proving so successful in the Central States that the Illinois State Highway Commission has recently issued a pamphlet, telling how to do it and what things to avoid doing.

Slag Used to Good Effect. The chief cause of road manufacturing of iron in blast furnaces is slag. An enormous quantity is produced, for every 100 tons of iron made in such a furnace from forty to sixty tons of slag are also made. It accumulates in great piles, and its utilization is not only a convenience to the iron-makers, by removing otherwise waste material requiring storage space, but is also a desirable act of conservation of our resources. It is a hard, dense, tough material, which railway companies have crushed and used for many years in ballasting their tracks. For a quarter of a century it has also been used in road-building, but until quite recently very little was ever said of this work. Roadbuilders near slag piles tried the material, found it satisfactory and continued to use it. But they said little or nothing about their experience, and as the stranger driving over a road built of crushed slag cannot see anything different about the surface from the appearance of a road built of crushed stone, having the same general properties, very little was done to arouse an interest in the material.

Finally comprehensive road improvement projects were undertaken in some States and a brisk demand for good crushed stone developed. Only a small proportion of our native rocks are really suitable for road-building, however, and thus a quite wide interest developed rapidly in slag as a road material. It has been in service now on a large scale for several years in Ohio, Pennsylvania and New York, and to a smaller extent in West Virginia, Illinois, Michigan, New Jersey, Delaware, Maryland, Alabama, Georgia and Miss-

issippi. The experience with it has not been so long as with different classes of rocks, but it has been so satisfactory that the material is recognized in the specifications of some of the leading State highway departments. Furthermore, the United States Office of Public Roads built an experimental road of slag at Youngstown seven years ago, and the reports of the annual official inspections of the road made since it was laid, are convincing testimony of the value of this by-product that has so long been regarded as of very limited utility.

JEWS WILL DEMAND RECOGNITION AT TIME OF PEACE PARLEYS

(Continued From First Page) his native country, his unreserved, enthusiastic self-abandonment to the cause of his countrymen.

Our valor? Dissimulation. Our heroic death itself? Mere speculation, which is obviously very lucrative.

DO NOT COMPLAIN OF INJUSTICE DONE THEM

The Jews do not flabbily complain of such injustices, but they understand that it is their manly duty, that they are ordered by their self-respect, to stand up for their honor. They desire that the blood shed in torrents by them on countless battle fields, that the martyrdom suffered by hundreds of thousands of them, should be of some use to the people.

One of the catchwords under which the war is carried on at present is the recognition of the rights of small nations. This recognition the Jewish people is determined to demand as its due for itself. All the other oppressed nations, also much more insignificant than the Jewish, have already their claims, while the turmoil of battle still prevails, and prepare themselves to press them home with all energy after the war.

The Jewish people, too, has weakened to the consciousness that it must not be absent from the negotiation of peace. It will be a place among those who will be seated round the green table of the peace conference, or at least will stand behind the backs of the chairs of the potentates.

THE ROAD TO MARKSVILLE

Louisiana Paper Cites Condition, Showing Why Cities Are Interested in Good Roads.

There is an occasional complaint that people living in cities, unless they own automobiles, have no concern in rural roads, and should not be taxed for their improvement. An interesting light on this point is shed by an editorial in the Daily Town Talk of Alexandria, La., which reads as follows: "Attention has again been called to the almost impassable condition of the road to Marksville, one of the worst places in this road is the Bayou State Swamp and the hill in that section, which is almost impassable for teams. Parties coming through there today state that the road is too bad for travel now, and that in the fall and winter it will be much worse. The condition of this road is injuring trade in Pineville and Alexandria, used as it is by a large number of farmers living in that section, who will go toward Marksville instead of traversing this road to come to Pineville and Alexandria. It is stated conservatively that a thousand bales of cotton will be diverted from here to Marksville this season on account of the condition of the road, unless it is improved at once."

Every progressive town has a board of trade or its equivalent, which strives to attract rural trade to the town's shops. If the roads leading to the town are so poor as that described in the quotation a check is not only placed on the trade from the farmers, but the number of thrifty farmers is kept down, for no intelligent man desires to isolate his family in lonesome

SIX CENTS PER MILE COST IN 170,337-MILE TRIP

"The light Overland, model 75-B roadster, is daily becoming more and more popular with traveling salesmen all over the country. It enables them to cover their territory with greater speed and efficiency, and is a great help to fattening their pay envelopes," says Mr. Harper, of the Harper-Overland Company, local distributor.

A big tire company has about 275 Overland cars in use among its salesmen, in which are included a number of 75-B roadsters. That it has found this means of travel far superior to that of the railroad transportation can readily be seen from the fact that scarcely a month passes in which additional cars are not secured by this establishment.

"We have been traveling the majority of our men in Overland cars now for over a year," recently wrote one of the officials of this company, "and we are firmly convinced that this is the only way that a salesman can adequately and thoroughly cover his territory."

"In the beginning we naturally experienced a little trouble and a little extra expense, due to the inexperience of many of our men in handling cars. But this soon worked itself out, and all of our cars all over the country are being operated at less expense than railroad travel. I do not mean by this that we actually cost less per mile than railroad mileage, but our experience has been that our men can cover at least three times the territory in a car that they can by railroad. They can spend all the time that is necessary in a town, and not be bound by railroad schedules, thereby seeing all their trade. Furthermore, they can make towns that we never could make before because of inadequate facilities. According to our records, our entire string of cars, from the Atlantic to the Pacific, covered 170,337 miles in thirty days, at an average cost of .066 per mile. This includes depreciation of 30 per cent, first year, all cost of operation, repairs, new tires and the cost of insurance. This figure, too, is unusually high, and we expect to beat this during the months when the road is in excellent shape and better mileage is possible.

"Last season we depended chiefly on the Model 82 Roadster, but this year we are using the Overland, model 75-B largely, and have found that under all sorts of road conditions, in all parts of the country, this car has given us unexcelled service."

The example of this tire company is being followed by a large number of firms in other lines of business.

KLINE KARS WIN RACES

The two Kline Kars, entered in the Labor Day race at Washington, D. C., won in their class.

In the five-mile, 300 cubic inch class, a Kline Kar won first place. In the five-mile, 450 cubic inch class a Kline Kar won second place. In the fifteen-mile, free-for-all against cars up to 110 horse power, the Kline Kar won third place, and in the five-mile, free-for-all the Kline Kar won second place. This is an especially good showing and the sturdiness of the Kline Kar is again demonstrated, although the manufacturers do not claim to be in the racing business. The many owners of the Kline Kar in this city will be well pleased to know of the remarkable showing made with these cars.

The factory is busy turning out cars daily and reports good business. The following local sales have been made within the last few days: S. Spilberg, H. W. Levenson, W. H. Warren, and the factory has made shipments to the Glasgow Auto Distributing Company, Littleton, N. C.; Crow Motor Sales Company, Washington, D. C.; Neely & Ensor Auto Company, Baltimore, Md.; E. H. Trostle, Biglerville, Pa.; Crow Motor Sales Company, New York City, and to John P. Annew, Inc., Brooklyn, N. Y.

HUGH CHALMERS REVIVES TRAINING SCHOOL IDEA

Those who know, give Hugh Chalmers, of the Chalmers Motor Company, credit of originating the idea of the training school for motor car salesmen. Mr. Chalmers had a successful school as long ago as 1905, and it has been the custom of the Chalmers Motor Company to begin the education of a Chalmers salesman by having him spend a few days in and around the factory before beginning work with a dealer. Mr. Chalmers' idea is now being crystallized into more definite form by the newly-organized sales promotion department of the company.

A training school along very thorough and complete lines is to be organized on October 2. Sessions of the school will be held three times a week for several months. It is proposed during the first month, to confine the instruction given in the school, to young men already members of the Chalmers factory organization. Scattered throughout the various departments of the factory are young men of excellent education and personality. Many of these men are at a loss to know how to go about attaining their ambition to become motor car salesmen. They have natural ability, education and every qualification necessary for the making of a good salesman, but they do not know and have little opportunity for getting in touch with conditions that would enable them to achieve their ambitions. It is to these that the new training school offers its advantages.

It is, by no means, the idea of the sales promotion department that a salesman can be made out of every individual. It realized to the fullest possible extent that there are limitations and that many men never could

FOOL PROOF

The Wise Acetylene Gas Generator for lighting and cooking at 1-2 the price of the storage and complicated machines. Write us for literature and our agency proposition in your territory.

1081 West Broad Street, RICHMOND, VA.

Republic Motor Trucks

Table listing truck models and prices: 3 1/2-Ton \$905.00, 1-Ton \$1275.00, 2-Ton \$1675.00, 3-Ton \$2550.00.

F. O. B. Alma, Michigan. Can make immediate deliveries on 3/4 ton and 2 ton.

Republic Motor Truck Co.

820 West Broad Street.

be made into salesmen. But it also realizes that there is raw material in plenty that has not yet been utilized, and that under right conditions could be developed into excellent salesmen for the use of Chalmers distributors and dealers.

Details of the plan are now being worked out, and already these have progressed sufficiently to secure a long list of applications from Chalmers employees.

of value to Chalmers dealers. It was, perhaps, inevitable that the first automobile organization to conceive and apply this most modern idea should be the Chalmers Motor Company, at whose head is Hugh Chalmers, long known as a "master salesman" and one possessing also the unusual ability of conveying his ideas to others.

Large Users Prefer WHITE TRUCKS. THE great oil companies, well-known packers and brewers, big department stores, national public service corporations, government and municipal departments, large transportation companies—whose experience covers a wide range of trucking service, prefer White Trucks. They know truck values better than any one else, and they buy Whites in larger quantities and at a higher purchase price than other trucks command. The White to-day is the dominant truck of America. In annual sales it outnumbers any other make two to one. The small truck user, who has never had experience with a high-grade truck, and can form no conclusion of his own, can very profitably heed the example of well-known concerns who know what a given truck is worth and buy Whites in preference to any cheaper make. THE WHITE COMPANY, Cleveland SMITH & HICKS, Inc. Richmond Distributor. Service Station: 1609 West Broad Street. The Standard Oil Companies Operate 440 White Trucks.

Buy Your Favorite Car Now. We will finance you on any make car you may desire, repayment on monthly basis. Call, write or phone. Markel & Co. Phone No. 4312-W. Office 208 Amer. Nat'l Bank Bldg.

It Has Always Been A Good Car. You always hear the same thing said of the Hupmobile. "It has always been a good car." Eight years building Hupmobiles—and not a single failure. Eight years, and only three models—each famous for its goodness. Eight years of devotion to one idea, and of striving to develop one principle to the pinnacle of efficiency and economy inherent in it. The famous Model 20, for three years, led the field among its kind. Then followed the sturdy 32, which held the same position for three years more. Hundreds of both are giving good service this minute. Terminal Motor Co., Inc., Ninth and Cary Sts., Randolph 4261. Five-passenger Touring Car, \$1,185; Roadster, \$1,185; Seven-passenger Touring Car, \$1,900. Let us tell you about Hupmobile free-coupon service.

The Universal Sales Force. H. O. WRIGHT, T. B. DAVIS. L. C. Garrett, Jr., W. L. Finnegan, H. A. Bailey, Heath C. Clark, C. L. Childrey, R. G. Cook, M. R. Palmore, David H. T. Jewett, D. M. Rudd, James E. Saxby, O. C. Peers, Jr., P. M. Barrett, J. J. Talman, W. C. Lipscombe, N. F. Norvell, H. S. Salomonsky, E. H. Smith. CORPS OF SERVICE EXPERTS. R. W. (Bob) Crittenden, W. L. Cottrell, W. R. Rudd. ACCESSORIES DEPT. IN CHARGE OF Wilbur C. Quarles. Temporary Showrooms: 221-223 West Broad Street. Temporary Service Station: 313 West Main Street. Tel. 2928.

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